

ID	SE01
STATE ID	
Description	Passenger 4.2 COMPACT FOUR (4) DOOR FRONT WHEEL DRIVE SEDAN, EPA DEFINED. PASSENGER AND CARGO SPACE MUST BE 100 CU. FT. OR GREATER, BUT LESS THAN 109 CU. FT. WHEELBASE MINIMUM 102 INCHES.
Estimated Quantity	4
Delivery Location/details	DOT-Ames, Dealer delivered
Pre-delivery Inspection Allowance (per vehicle)	\$54.00

Equipment Description	Pricing Configuration #1		Pricing Configuration #2		Pricing Configuration #3	
	Option Order #	Option Price	Option Order #	Option Price	Option Order #	Option Price
Base Vehicle Minimum Specifications						
1 SPEED CONTROL - Factory standard	50T	\$0.00		\$0.00		\$0.00
2 MIRRORS - Interior: day - night - Exterior: left & right side	STD	\$0.00		\$0.00		\$0.00
3 AIR CONDITIONING - Standard factory package installed	STD	\$0.00		\$0.00		\$0.00
4 SEATING - Standard, with cloth fabric upholstery	STD	\$0.00		\$0.00		\$0.00
5 FLOOR COVERING - Carpeted passenger area color coordinated, carpet cargo area.	STD	\$0.00		\$0.00		\$0.00
6 GLASS - Windshield & all windows tinted	STD	\$0.00		\$0.00		\$0.00
7 REAR WINDOW DEFROSTER - Electric, heated wire type; factory installed	STD	\$0.00		\$0.00		\$0.00
8 RADIO - AM/FM stereo with CD single player... Factory installed with speakers.	STD	\$0.00		\$0.00		\$0.00
9 MOLDINGS - Body side with vinyl insert full length between wheel wells. STICK ON TYPE NOT ACCEPTABLE UNLESS FACTORY INSTALLED.	965	\$0.00		\$0.00		\$0.00
10 WINDSHIELD WIPERS AND WASHERS- Intermittent windshield wipers, with washers	STD	\$0.00		\$0.00		\$0.00
11 ENGINE- 4 cylinder, 1.8 liters EFI	2.0L	\$0.00		\$0.00		\$0.00
12 TRANSMISSION- Automatic, 4 speed	442	\$0.00		\$0.00		\$0.00
13 BATTERY- Standard, factory recommended, Maintenance free _____ amp	STD	\$0.00		\$0.00		\$0.00
14 WHEEL COVERS- Standard	STD	\$0.00		\$0.00		\$0.00
15 TIRES- 4 each standard size radial. All season tread when standard. Standard production temporary spare.	STD	\$0.00		\$0.00		\$0.00
16 SUSPENSION - Heaviest duty springs, shock absorbers, stabilizer bars if available.	STD	\$0.00		\$0.00		\$0.00
17 BRAKES- Power brakes and steering, power disc front	STD	\$0.00		\$0.00		\$0.00
18 COOLANT SYSTEM- Coolant Recovery System	STD	\$0.00		\$0.00		\$0.00
19 HEADLIGHTS- Equipped with halogen headlights	STD	\$0.00		\$0.00		\$0.00
20 SEATBELTS- Front and rear shoulder/lap belts, lap belt for center seating.	STD	\$0.00		\$0.00		\$0.00
21 12 Volt Power Point	STD	\$0.00		\$0.00		\$0.00
22 Clear coat Paint	STD	\$0.00		\$0.00		\$0.00
23 Other options: If an option is not explicitly listed but requires an additional cost, please list this option on this line	DELIVERY TO AMES	\$30.00		\$0.00		\$0.00
24 Required Options (Pricing required for a complete Bid)						
25 Smokers package, cigarette lighter and ashtray installed. OEM authorized	63B	\$0.00		\$0.00		\$0.00
26 Power Locks	STD	\$0.00		\$0.00		\$0.00
27 Power Windows --all 4 passenger doors	STD	\$0.00		\$0.00		\$0.00
28 Floor mats, color keyed front and rear	STD	\$0.00		\$0.00		\$0.00
29 Tilt/Telescoping Steering Column	STD	\$0.00		\$0.00		\$0.00
30 Remote Keyless Entry	STD	\$0.00		\$0.00		\$0.00
31 E-85 Flex Fuel engine (FFV), if available	NA	\$0.00		\$0.00		\$0.00
32 Options which may be required						
33 Fabric Upholstery treated to resist stains OEM or dealer installed	FABRIC CARE	\$150.00				
34 Engine heater, block type	41H	\$30.00				
35 Power LH-RH mirror	STD					
36 Smokers package, cigarette lighter & ashtray. OEM only	63B	\$30.00				
37 Largest 4 cyl., state size:	ONLY 2.0 WITH AUTO					
38 Two extra keys- four (4) total	2 KEYS	\$58.00				
39 Transmission, 4 or 5 speed manual	MAN DEDUCT \$638					
40 Battery, Heavy Duty, _____ amps	N A					
41 Anti-Lock Brake System	50S	\$653.00				
42 Power locks	STD					
43 Power windows	STD					
44 Power Driver Seat	MANUAL HIGHT ADJUSTABLE					
45 Daytime Running Lights, OEM only	942	\$35.00				
46 Floor Mats - Color Keyed, Front & Rear	STD					
47 Tilt/Telescoping Steering Column	STD					
48 Manufacturer's Repair Manuals if available, CD Rom only (list and price each)	CD	\$2,750.00				
49 Engine, 4 Cylinder, 2.2 Litre Minimum	NOT WITH AUTO					
50 Remote Keyless Entry	STD					
51 E-85 Flex Fuel engine (FFV), if available	N A					
52						
53 Vehicle Make:	FORD					
54 Vehicle Model:	FOCUS					
55 Vehicle Model Code:	P34					
56 % discount off dealer price (Black Book Invoice) for additional options not stated in specifications:	0.00%					
57 American Made (Yes/No):	Yes					
58 Exact Model Designation and Equipment Package:	410A					
59						
60 EPA Highway (MPG):						
61 Base Price:	\$14,570.80		\$0.00		\$0.00	
62 Required Option Price:	\$30.00		\$0.00		\$0.00	
63 Fleet Incentive Discount:	\$0.00		\$0.00		\$0.00	
(Note: Discounts are subtracted from the cost and should be entered as a negative value)						
64 Government Discount:	(\$3,600.00)		\$0.00		\$0.00	
(Note: Discounts are subtracted from the cost and should be entered as a negative value)						
65 Other Discounts:	(\$12.00)		\$0.00		\$0.00	
(Note: Discounts are subtracted from the cost and should be entered as a negative value)						
66 Final Price:	\$10,988.80		\$0.00		\$0.00	